

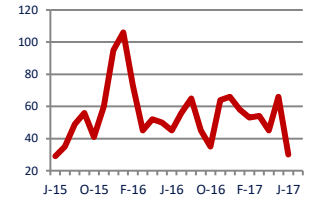
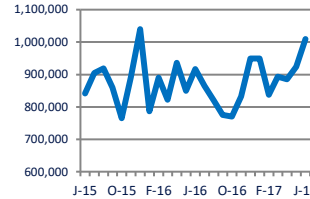
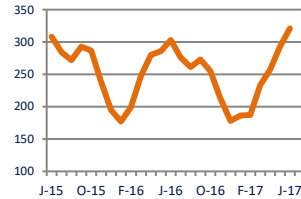
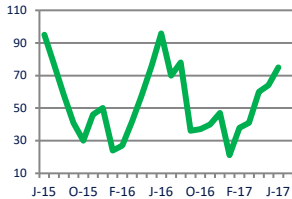


## Focus On: Potomac Housing Market

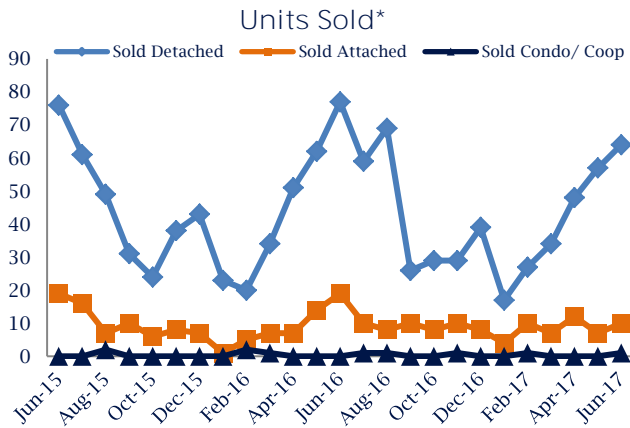
June 2017

Zip Code(s): 20854

<b>Units Sold</b> 75	<b>Active Inventory</b> 321	<b>Median Sale Price</b> \$1,010,000	<b>Days On Market</b> 30
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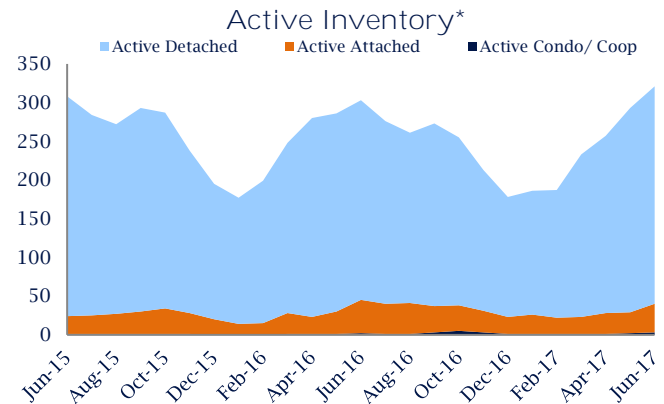


Down -22% Vs. Year Ago	Up 6% Vs. Year Ago	Up 10% Vs. Year Ago	Down -33% Vs. Year Ago
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### Units Sold

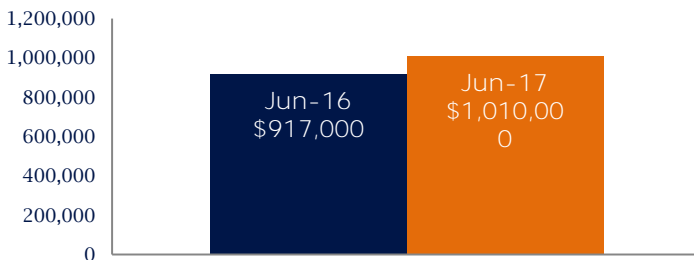
There was an increase in total units sold in June, with 75 sold this month in Potomac versus 64 last month, an increase of 17%. This month's total units sold was lower than at this time last year, a decrease of 22% versus June 2016.



### Active Inventory

Versus last year, the total number of homes available this month is higher by 18 units or 6%. The total number of active inventory this June was 321 compared to 303 in June 2016. This month's total of 321 is higher than the previous month's total supply of available inventory of 293, an increase of 10%.

### Median Sale Price



### Median Sale Price

Last June, the median sale price for Potomac Homes was \$917,000. This June, the median sale price was \$1,010,000, an increase of 10% or \$93,000 compared to last year. The current median sold price is 9% higher than in May.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Potomac are defined as properties listed in zip code/s 20854.

\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



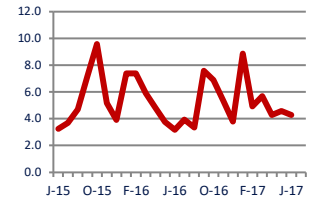
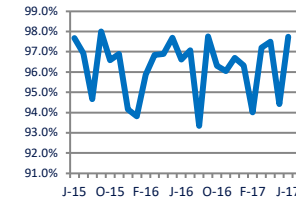
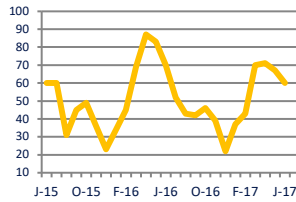
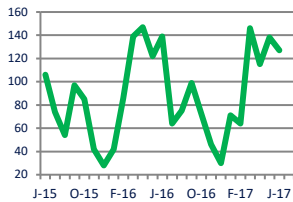


## Focus On: Potomac Housing Market

June 2017

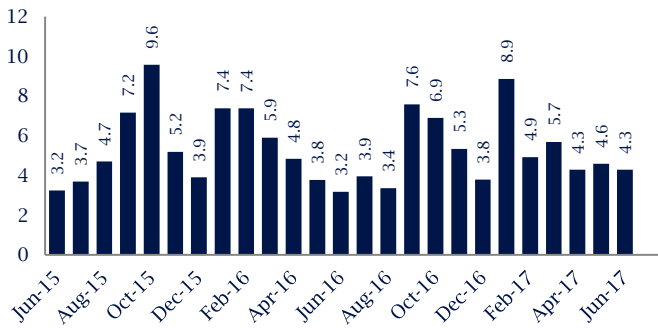
Zip Code(s): 20854

<b>New Listings</b> 127	<b>Current Contracts</b> 60	<b>Sold Vs. List Price</b> 97.7%	<b>Months of Supply</b> 4.3
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Down -9% Vs. Year Ago	Down -14% Vs. Year Ago	Up 1.2% Vs. Year Ago	Up 35% Vs. Year Ago
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### Months Of Supply



### Months of Supply

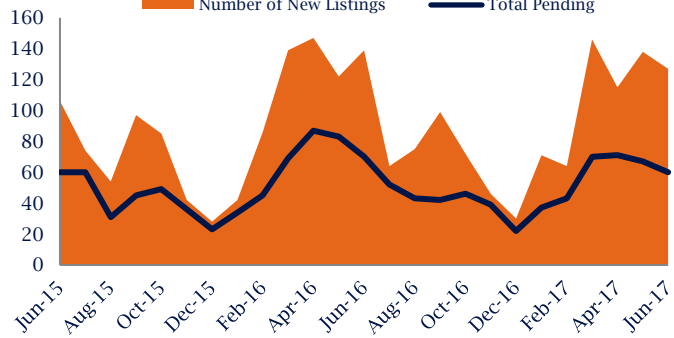
In June, there was 4.3 months of supply available in Potomac, compared to 3.2 in June 2016. That is an increase of 36% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

This month there were 127 homes newly listed for sale in Potomac compared to 139 in June 2016, a decrease of 9%. There were 60 current contracts pending sale this June compared to 70 a year ago. The number of current contracts is 14% lower than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Potomac was 97.7% of the average list price, which is 1.1% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 30, lower than the average last year, which was 45, a decrease of 33%.

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